

Message Text

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PAGE 01 CANBER 05862 220613Z
ACTION EA-10

INFO OCT-01 ISO-00 EB-08 H-01 /020 W
-----128000 220615Z /15
O R 220503Z AUG 77
FM AMEMBASSY CANBERRA
TO USDOC WASHDC IMMEDIATE
INFO SECSTATE WASHDC 1149

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COMMERCE FOR DEAN MORAN, DIRECTOR, BUREAU OF EXPORT EX-
PANSION, DIBA AND DICK GARNITZ, DIRECTOR, OIM

EO 11652: NA
TAGS: BEXP, AS
SUBJ: AMCHAM TELGRAM TO HOUSE APPROPRIATIONS SUBCOMMITTEE
MEMBERS RE SYDNEY TRADE CENTER CLOSURE

1. EMBASSY HAS BEEN ADVISED BY CONGEN SYDNEY THAT KEVIN
BANNON, EXECUTIVE DIRECTOR, AMERICAN CHAMBER OF COMMERCE
IN AUSTRALIA SENT TELEGRAM FRIDAY, AUGUST 19 TO EACH OF
HOUSE APPROPRIATIONS SUBCOMMITTEE DENOUNCING CLOSURE OF
SYDNEY TRADE CENTER.

2. AGAINST POSSIBILITY COMMERCE MAY RECEIVE REACTION FROM
CONGRESSIONAL SOURCES, WE ARE FORWARDING FOR YOUR INFOR-
MATION FULL TEXT OF BANNON TELEGRAM.

3. TEXT FOLLOWS: QUOTE: DISMAYED TODAY TO LEARN THAT
COMMERCE DEPARTMENT HAD ORDERED SYDNEY TRADE CENTER CLOSED
DESPITE CLEAR DIRECTIVE FROM YOUR SUB-COMMITTEE AND EXPRESSED
WILL OF CONGRESS THAT TRADE CENTER BE RETAINED.

QUOTE: THIS GRAVELY DAMAGING DECISION WAS TAKEN WITHOUT
CONSULTATION WITH AMERICAN EXPORTERS WHO HAVE USED AND
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ENDORSED THE TRADE CENTER. THE VIEWS OF THE AMERICAN BUSINESS
COMMUNITY AT LARGE AS REPRESENTED BY THIS CHAMBER AND THE
INTERNATIONAL DIVISION OF THE U.S. CHAMBER OF COMMERCE HAVE
ALSO BEEN IGNORED BY CERTAIN GOVERNMENT OFFICIALS WHO WOULD
SEEM TO BE IMPLEMENTING A DECISION OVER THE OBJECTIONS OF
THE VERY CONSTITUENCY THE COMMERCE DEPARTMENT IS SUPPOSED
TO REPRESENT. IN THE WAKE OF RECENT ESTABLISHMENT HERE OF

FIRST FULL-FLEDGED RUSSIAN TRADE CENTER IN SYDNEY, THIS DECISION WOULD ALSO SIGNAL TO THIS REGION'S GOVERNMENT AND BUSINESS COMMUNITY A DIMINISHED POLITICAL-ECONOMIC INTEREST IN SE ASIA ON THE PART OF THE U.S. MEANWHILE AMERICA'S MOST AGGRESSIVE COMPETITOR HERE, JAPAN, REPORTS HIGHLY SUCCESSFUL OPERATION WITH ITS OWN TRADE CENTER IN SYDNEY CARRYING PERMANENT STAFF OF 11. CONSIDERING ALARMING U.S. BLANCE OF TRADE DEFICIT AND AUSTRALIA'S VAST MINERAL WYND AGRICULTURAL RESOURCES, THIS DECISION SEEMS TO MOCK THE REALITIES OF U.S. INTERESTS IN FUTURE INTERNATIONAL TRADE DEVELOPMENTS.

QUOTE: COMMERCE'S ALTERNATE PROPOSAL FOR SUBSTITUTING PARTICIPATION IN TWO TRADE FAIRS IN AUSTRALIA AND ONE IN NEW ZEALAND FOR THE STC WITH EIGHT SHOWS COULD NEVER PRODUCE EQUIVALENT INCREMENTAL U.S. EXPORTS, WOULD ELIMINATE THE FLEXIBILITY THE C HAS TO SUPPORT ANY U.S. EXPORTER 365 DAYS A YEAR, AND MOST IMPORTANTLY WOULD OBLITERATE THE CONTINUING TANGIBLE U.S. COMMERCIAL PRESENCE PROVIDED BY THE T.C. FINALLY COMMERCE'S ANAEMIC ALTERNATIVE DOES NOT REPRESENT ANY ECONOMY, BUT RATHER WOULD COST EVEN MORE THAN MAINTAINING THE TRADE CENTER IN SYDNEY.

QUOTE: THIS CHAMBER WHICH SPENDS SUBSTANTIAL TIME AND FUNDS IN DEVELOPING EXPORT MARKETS IN AUSTRALIA FOR U.S. FIRMS STRONGLY URGES YOUR SUPPORT FOR IMMEDIATE ACTION TO REVERSE THIS ILL-ADVISED, ILL-TIMED AND CONTERPRODUCTIVE DECISION.
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UNQUOTE.

4. BANNON DID NOT DISCUSS THIS TELEGRAM WITH EMBASSY AND WE ARE NOT CERTAIN WHAT HIS SOURCE MAY BE FOR THE "COMMERCE ALTERNATE PROPOSAL" WHICH HE CRITICIZES OR THE BASIS FOR HIS JUDGEMENTS CONCERNING THE RELATIVE MERITS OF VARIOUS FORMS OF TRADE PROMOTION.

5. FOLLOWING BACKGROUND MAY BE HELPFUL. THE AMCAM IN SYDNEY AND THE REGIONAL APCAC OF WHICH IT IS A PART HAVE DURING THE PAST TWO YEARS STRONGLY SUPPORTED THE MAINTENANCE IN SYDNEY OF THE TRADITIONAL TYPE OF TRADE CENTER. AT LEAST IN PART, THE WARMTH OF ITS ATTACHMENT TO THE FIXED RESIDENT TRADE CENTER FORM OF PROGRAM DERIVES FROM ITS BROADER POSITION WHICH PLACES GREAT EMPHASIS ON THE MAINTENANCE AND INCREASE OF OVERALL U.S.G. SUPPORT FOR U.S. OVERSEAS AND MULTINATIONAL BUSINESS OPERATIONS. IN THIS CONTEXT, THE PHYSICAL PRESENCE OF A RESIDENT TRADE CENTER IS AN IMPORTANT SYMBOL OF U.S.G. SUPPORT. KEVIN BANNON, AS THE EXECUTIVE DIRECTOR OF THE CHAMBER, HAS CARRIED MUCH OF THE BURDEN OF DEVELOPING AND PRESENTING THE CHAMBER'S CASE, AND HAS BECOME DEEPLY INVOLVED IN THE CHAMBER'S DIRECT CONTACTS WITH MEMBERS

OF THE HOUSE SUBCOMMITTEE ON COMMERCE APPROPRIATIONS.

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Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
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Disposition History: n/a
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